

## Message Text

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PAGE 01   SOFIA 00139 240735Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 INT-05 AGRE-00 TRSE-00  
CIAE-00 INR-07 NSAE-00 /033 W  
-----115281 241034Z /13

R 240650Z JAN 78  
FM AMEMBASSY SOFIA  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4044  
AMEMBASSY BUCHAREST  
AMEMBASSY WARSAW

UNCLAS SOFIA 0139

E.O. 11652: N/A  
TAGS: BEXP, BU  
SUBJECT: MEAT AND DAIRY PROCESSING EQUIPMENT TSS

REF: A) 77 STATE 255264; B) SOFIA 0008 (NOTAL)

1. E/C OFFICER HAD USEFUL MEETING WITH DIRECTOR GENERAL DR. NIKOLA SPASSOV OF STATE ECONOMIC ORGANIZATION RODOPA RESPONSIBLE FOR MEAT PRODUCTION. HE WAS HOPEFUL THAT TSS COULD PROVIDE OPPORTUNITY FOR BULGARIAN SPECIALISTS TO MEET WITH US EXPERTS. SPASSOV INDICATED EXTREME INTEREST IN HOSTING SUBJECT TSS AND OFFERED TO HOLD SEMINAR AT THE MEAT INSTITUTE AT DRAGALEVTSI, JUST OUTSIDE SOFIA.

2. MAIN AREAS OF INTEREST TO SPASSOV ARE:  
A) PACKING AND SHIPPING MATERIALS AND METHODS;  
B) PRODUCTION OF SAUSAGE WITHOUT CASINGS; C) USE OF SOYA FILLERS AND OTHER MEAT SUBSTITUTES; D) LABOR SAVING METHODS AND EQUIPMENT FOR SEPARATING MEAT FROM BONES; (SPASSOV SAID BULGARIANS CONSUME LARGE AMOUNTS OF SAUSAGES, PRODUCTION OF WHICH INVOLVES MUCH LABOR) E) USES FOR WASTE MATERIALS AND BIPRODUCTS.

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3. SPASSOV WAS ALSO INTERESTED IN OBTAINING MARKETING INFORMATION REGARDING US CONSUMER TASTES. RODOPA IS PARTICULARLY KEEN TO GAIN ENTRY TO US HAM MARKET.

4. POTENTIAL FOR TSS CONCENTRATING LARGELY ON DAIRY INDUSTRY WOULD APPEAR TO HAVE LESS INTEREST. THERE IS INTEREST IN PROCESSING MILK INTO PRODUCTS (POWDERED MILK,

ICE CREAM), BUT NONE IN MILK OR SOUR CREAM/YOGHURT PRODUCTION.  
OTHER AREAS OF INTEREST INCLUDE METHODS FOR PRESERVING SHELF  
LIFE OF MILK AND MILK PRODUCTS AND ANY NEW ENERGY SAVING  
EQUIPMENT OR DEVICES.

5. LITTLE US EQUIPMENT IS IN USE BY DAIRY INDUSTRY; MOST  
COMES FROM DENMARK, ITALY, FRG, AND OF COURSE CEMA COUNTRIES.  
GARTHOFF

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## Message Attributes

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**Concepts:** n/a  
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**Review Markings:**  
Sheryl P. Walter  
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